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KANSAS BANKER ON THE VALLEY

C. O. Chandler Writes His Impression of What He Saw Here and Speaks of the Effect of Prohibition Generally

The following encouraging letter has been received from President C. O. Chandler of the Kansas National bank of Wichita, Kans. Mr. Chandler was among the bankers who were here from different parts of the country, following the suspension of the Valley bank and he was among those who were negotiating for its purchase. Mr. Chandler made a study of the valley while he was here so that his impressions are those of a man who knows whereof he speaks:

Wichita, Kans., Dec. 29, 1914.
Dwight B. Heard, Esq.,
Phoenix, Ariz.

My dear Mr. Heard:
I rejoice with you in the opening of the Valley bank. I hope the coming year will be a prosperous one for the Salt River valley. You have a great country down there and I have been wonderfully attracted to it.

I also notice the United States court has upheld the constitutionality of the prohibition law. I want to compliment the people of Arizona on having had the good judgment to put Arizona in the "dry" column.

I have been in the banking business in this state for 22 years, and as a business man I have seen a thorough test of the prohibition law. The law was enacted something like 25 years ago. In a great many localities it was immediately available, but for 20 years the larger cities in the state lived as outlaws and allowed the law to be violated.

About 8 years ago the citizens of our town awoke to the fact that we were doing ourselves a great injustice in allowing saloons to run in open violation of the law, and in allowing a great state like ours, with its great wealth, to be prostituted to the use of the saloon man, the brewery and the distillery. The result was that we elected a mayor who put out of business in one night 32 saloons—that many places were actually made empty and put upon the market.

The friends of the saloon predicted that grass would grow in our streets. Fortunately for us, their predictions did not come true in any way. The empty buildings were occupied in a short time by legitimate business houses. Instead of grass growing in our streets, in these 8 years our city has had a great growth; our bank deposits have increased; our manufacturing interests have increased; we have had built two fine ten-story buildings, and three large flouring mills. In fact, all along the line we have had the greatest prosperity.

We have the matter so well settled now in the state of Kansas that no thinking, successful business man would return to the saloon and the domination of the brewery and the distillery under any circumstances.

At the election this fall a former mayor of Topeka—a man named Ballard—ran as an independent candidate on a strictly re-submission platform. The total vote for the whole state of Kansas in this last election, for governor, for which office he was running, was about 800,000. Mr. Ballard received 20,000 votes. I have not the figures to show the amount spent for liquor per capita during the time we were letting the saloons run, but reliable statistics show that Kansas is spending now about \$2.00 per capita for liquor; while our neighbors in Missouri are spending about \$22.00.

In other words, we have about \$20.00 per capita, which on 1,500,000 people, amounts to \$30,000,000. This we have to put in our banks, buy automobiles with, and help build up our great state, instead of sending it out to build up outside interests.

If the state of Arizona will give the prohibition law a fair test—say for a period of ten years—you will get the same results. You have a great state and a great opportunity and I congratulate you once more on the great step you have taken.

With kind personal regards, I am
Yours very truly,
C. O. CHANDLER.

An Opportunity

Knocking at Your Door

I WANT TO SELL

The Hartford Bank Building, regardless of cost or value assessed. I want an offer, cash or terms. I cannot stay here to take care of it. Call or address,

M. BROWN, Owner
206 E. Moreland St.
Phoenix, Ariz.

After the Inventory —then what?

This is the question that puzzles a large number of business men. After the inventory is taken, what do you know? You know how much Merchandise you have on hand; but can you tell absolutely whether you made any profit during the past year, and if so, how much? Have you made a satisfactory showing as to Number of turn-overs and percentage of Gross Profit on same? Have you taken advantage of your cash discounts?

After Deducting all expenses from your Gross Profit plus any other income appertaining to the business, do you have enough left to charge off bad accounts and depreciation, besides giving you a fair rate of interest on your investment? These and many other vital questions should be answered satisfactorily to yourself.

Unless your books are so arranged that you can determine these things, it would be your best NEW YEAR'S RESOLUTION to have your accounts so classified that they will give you the desired information about your business.

Stop Guessing--KNOW

That your business is paying. Know that each department is paying. Then when you leave your office after your day's work, your mind will be at ease.

Do not put this matter off too long, or your creditors may look into your affairs for you.

It has been correctly stated that there should never be a failure if competent accounting methods are used, for then a Crisis can be met as it arises.

Do not delay. DO IT NOW! Call or phone for an interview, or write.

C. P. LEE

PUBLIC ACCOUNTANT

309 National Bank of Arizona Building

Phone 1513

Box 236, Phoenix, Arizona

NO ACTION ON REVIEW BOARD

Water Users' Meeting Monday Will Be Merely for Routine Work—Joint Meeting in About Week to Select Engineer

No action on the selection of a water users' member for the cost review board will be taken at tomorrow's meeting of the governors of the association, according to Secretary C. A. Van der Veer. The matter has been holding over for a long time and, while it is not yet entirely settled, the association favors making up the cost review board. It is practically agreed that an endorsement will be given at the time the engineer is selected.

Dr. Van der Veer expects a joint meeting of the board of governors

and council in about a week. At this meeting it is possible that the approval of Secretary Lane's plan will be carried, and that the engineer, whose application was endorsed by the special committee several days ago, will be made the association's member of the board. With the local engineer will be a man named by the secretary, an engineer of recognized ability, and for a third man an accountant, also named by the secretary. The work of this board will consist of reviewing the cost of the Salt River project and compiling a report. The report will be submitted to a central board of review, the findings of which shall be final, unless there is a protest from the water users, in which case Secretary Lane will look over the figures.

RIGHT-OF-WAY

For Oregon apples, big box \$1.35 and other interesting bargains, see McKee's Ad page 5.—Advertisement.

A Little Boost for Good Roads; get out that Drag if the Sun Shines!

Hire a little salesman at The Republican office. A Want Ad will see more customers than you can.

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is our specialty. Quick work by expert assured.
Your work will every time be done.

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THE COLLEGIANS

Hear the Collegians—A perfectly blended quartet. The quartet's program is full of lively action and enough of the old favorites to give the program a fine variety.

At the High School Auditorium, Monday, Jan. 11 at 8:15 o'clock

Under the auspices of the Y. M. C. A. Lecture Course.

Single admission tickets, 75c

JUDGE PHILLIPS THANKS PUBLIC

Retiring Jurist Issues Statement Showing His Appreciation of Honors Conferred Upon Him and Courtesies Extended

In retiring from the bench of the superior court of Maricopa county, Judge John C. Phillips yesterday issued a formal statement of his appreciation of the honors conferred upon him and the courtesies extended. His statement, which The Republican gladly presents, is as follows:

"To the people of Maricopa county:

"For the past thirteen years you have honored me with an office of trust and responsibility; for a little more than ten years as probate judge, and for a little less than three years as judge of the superior court.

"As probate judge I counseled and advised the representatives of the estates to avoid litigation and make the expenses of administration as small as possible and save to the beneficiaries the greatest amount that could be saved to them and be fair and honest with every one concerned.

"In this connection I desire to say that the duties devolving upon the judge of the superior court of this county are too onerous for one man to perform and give them that careful consideration they should receive. To sit as the trial judge in civil and criminal cases, to attend to the probate matters, and the matters constantly coming up for the judge's attention in the juvenile court consumes almost all of his time; and there is too little time for him to read and digest the law in legal matters submitted to him.

"I have made some mistakes in the discharge of my duties, but it was a fault of the understanding and not of intention.

"I have done the best I could under the circumstances, my work is done, my case is submitted, and I leave it to you for decision, asking only the same consideration and honest conviction in my case that I have given yours.

"I take this opportunity to thank you for the honors you have bestowed on me and assure you that I feel grateful for the blessings I have received, and at the same time I hope that I have fulfilled the trust, in my humble way, to your satisfaction.

"I shall enter upon the practice of law at once here in Phoenix.

"I take this opportunity to thank The Republican and to express my appreciation for the many courtesies it has extended to me during my incumbency.

"Respectfully,
JOHN C. PHILLIPS"

Hire a little salesman at The Republican office. A Want Ad will see more customers than you can.

THE SAD BUSINESS OF TIRE ADJUSTING

Adjusters in the big city branches of the tire manufacturers seem to be heart-broken men. They move about disconsolately. Their voices have the dull thrum of lost hope. Peering into their eyes one finds souls shrinking from any clamor of gaiety.

This melancholy is acquired in association with a daily, unending procession of long-faced beings that the time the doors open in the morning up to the immediate instant when the porters squeeze the entrances shut in the early evening.

There is not one whiff of cheer in the air, fibbing, evasion and bickering

all the gloomy array. Each being has a sad story to tell and each seems determined to surround the narrative with voice catches, throat gulping, sighs and other theatrics of despair.

His Office a Theater of Pathos
The tire adjuster is a depressed creature because to him go most of the woes of motorists for review.

For there is nothing on the automobile that falls out of repair as much as the tires; nothing that has more responsibilities and less attention; nothing that is less simple and more misunderstood; nothing so easy to maintain and yet so costly to overhaul or duplicate.

If the stories that are told the adjusters were mournful only because of the lugubrious nature of the ritual or of the pathetic quality of the trouble, it wouldn't be so bad. The saddest thing is that exaggeration, fibbing, evasion and bickering

enter the case. A man who would not cheat a street car conductor out of a fare will argue untruthfully that he never locks his brakes; never runs under-inflated; always is a careful, model motorist. He will argue until he believes himself and that makes the controversy more violent.—From "Motor Print."

COSTLY HANDSHAKE

(ASSOCIATED PRESS DISPATCH)

LOS ANGELES, Jan. 2.—Five hundred dollars is the price of a handshake fixed by Superior Judge Shank in the damage suit of G. A. Markman against G. B. Galloway. Evidence showed that Galloway's strong grip crushed one of Markman's fingers resulting in its amputation. The costly handshake followed Galloway's assurance that the handshake would be friendly.

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JOHNS-MANVILLE All Asbestos ROOF
All Material

Give it the Blow-Torch Test

**Fire Proof---Water Proof
Storm Proof**

"It wears and wears and wears"

Guaranteed for ten years—will last twenty

"J-M" is asbestos clear through—top, bottom and middle—only roofing sold in Phoenix that is all-mineral. Costs a little more—is worth a great deal more.

Have your roof laid by practical roofers.

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